

Message Text

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FM AMEMBASSY MANILA

TO SECSTATE WASHDC PRIORITY 9779

INFO AMEMBASSY KUALA LUMPUR PRIORITY

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USADB

E.O. 11652: ADS, DECLAS: 12/2/76

TAGS: EAID, EFIN

SUBJECT: PROPOSED ADB LOAN AND TECHNICAL ASSISTANCE GRANT FOR
FISHERIES DEVELOPMENT PROJECT (MALAYSIA)

SUMMARY: ADB MANAGEMENT PROPOSES \$27.0 MILLION EQUIVALENT
LOAN FROM ORDINARY CAPITAL RESOURCES AND \$100,000 TECHNICAL
ASSISTANCE (TA) GRANT TO GOVERNMENT OF MALAYSIA TO FINANCE
FOREX COST OF A FISHERIES DEVELOPMENT PROJECT AIMED
PRINCIPALLY AT EXPLOITATION OF FISHERIES RESOURCES OF
EAST COAST OF PENINSULAR MALAYSIA, INCLUDING EXPANSION
OF EAST COAST FISHING FLEET AND PROVISION OF FULL COMPLEMENT
OF ONSHORE FACILITIES IN THIS REGION. IT ALSO COVERS
SEPARATE TA TO PREPARE FISHERIES PROJECT FOR STATES OF
SABAAH AND SARAWAK. PROJECT CONCENTRATES ON VESSEL
MECHANIZATION, CONSTRUCTION OF ONSHORE FACILITIES AND
FISHING HARBORS WITH LATTER COMPONENT TO BE FINANCED
COMPLETELY BY GOVERNMENT. USADB RECOMMENDS FAVORABLE
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NAC ACTION.

1. ADB DOC. R90-76 WITH ATTACHMENTS DESCRIBING
PROPOSED LOAN AND GRANT POUCHES ADDRESSEES AUGUST 26.
BOARD CONSIDERATION SCHEDULED SEPTEMBER 14.

2. ADB MANAGEMENT PROPOSING \$27.0 MILLION LOAN FROM
ORDINARY CAPITAL RESOURCES AND \$100,000 TA GRANT TO
GOVERNMENT OF MALAYSIA. PROCEEDS OF LOAN AND TA GRANT
WILL FINANCE FOREX COST OF (A) CONSTRUCTION OF TWO
HUNDRED MULTI-PURPOSE VESSELS OF ABOUT 12-15 GROSS TON
CLASS AND PROVISION OF MODERN FISHING GEAR FOR THESE
VESSELS; (B) CONSTRUCTION OF FLEET OF 220 TRAWLERS OF
40-80 G.T. CLASS, CONSTRUCTION OF FIVE ON-SHORE SUPPORT
FACILITIES TO BE LOCATED AT SELECTED SITES ALONG EAST
COAST, PROVISION OF INSULATED AND REFRIGERATED TRUCKS,
AND PROVISIONS OF CONSULTANTS TO ASSIST IN PROCUREMENT
AND IN MANAGEMENT OF AN INTEGRATED OPERATION; AND (C)
PROVISION OF CONSULTANT SERVICES TO UNDERTAKE FEASIBILITY
STUDY FOR FISHERIES PROJECT FOR SABAH AND SARAWAK.
PROPOSED TERMS OF LOAN ARE 18 YEAR AMORTIZATION INCLUDING
5 YEAR GRACE PERIOD, 9.1 PERCENT INTEREST. GOVERNMENT
OF MALAYSIA TO BE BORROWER. DIVISION OF FISHERIES
(DOF) OF MINISTRY OF AGRICULTURE TO BE EXECUTING
AGENCY FOR (C) ABOVE AND FOR CONSTRUCTION AND
OPERATIONS OF FISHERIES HARBORS TO BE FINANCED BY
GOVERNMENT. BANK PERTANIAN MALAYSIA (BPM) TO BE
EXECUTING AGENCY FOR ACQUISITION OF MULTI-PURPOSE
VESSELS AND RELATED FISHING GEAR. MAJUIKAN PANTAI
TIMUR SENDIRIAN (MPT) TO BE EXECUTING AGENCY FOR
CONSTRUCTION OF TRAWLER FLEET AND ONSHORE FACILITIES.

3. PENINSULAR MALAYSIA'S 1,000 MILE COASTLINE IS RICH
WITH FISHERY RESOURCES. OF ABOUT 40,000 HOUSEHOLDS IN
PENINSULAR MALAYSIA FOR WHICH FISHING IS PRINCIPAL
SOURCE OF LIVELIHOOD, ABOUT 65 PERCENT HAVE INCOMES
BELOW POVERTY LINE (DEFINED AS PER CAPITA MONTHLY INCOME OF
M\$25). WEST COAST FISHING HAS EXPERIENCED CONSI-
DERABLE DEVELOPMENT AT PRIVATE SECTOR'S INITIATIVE.
HOWEVER, UNTIL 1973-1974 WHEN GOVERNMENT CORPORATION
STARTED OPERATING LARGER BOATS AND STEPS WERE INITIATED
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TO IMPROVE SOME OF MAJOR FISH LANDING SITES, EAST COAST
FISHING, WHICH FACES MORE DIFFICULT WEATHER CONDITIONS,
REMAINED LARGELY TRADITIONAL. DURING THIRD MALAYSIA
PLAN (1976-1980) EAST COAST FISHING SECTOR WILL ENJOY
HIGH PRIORITY AIMED AT BENEFITING INDIGENOUS
POPULATION OF AREA, WITH EFFORTS BEING CONCENTRATED
TOWARDS VESSEL MECHANIZATION, CONSTRUCTION OF ONSHORE
FACILITIES AND FISHING HARBORS.

4. APPROXIMATELY 75 PERCENT OF TOTAL FISH CATCH IS ABSORBED BY DOMESTIC CONSUMPTION, WHICH PROVIDES MORE THAN HALF OF ANIMAL PROTEIN CONSUMED BY MALAYSIANS. SINGAPORE HAS BEEN MAJOR EXPORT MARKET FOR ABOUT 75 PERCENT OF TOTAL EXPORTS. FRESH, CHILLED AND FROZEN FISH HAVE BEEN EXPORTED MAINLY TO SINGAPORE WHILE FROZEN SHRIMPS HAVE BEEN EXPORTED TO JAPAN, UNITED STATES AND UNITED KINGDOM.

5. IN MAY 1974 BANK APPROVED \$167,000 TA TO PREPARE INVESTMENT PLAN AND SUITABLE PROJECT FOR FISHERIES DEVELOPMENT ON EAST COAST AND ALSO TO PROVIDE ADVISORY TA TO MAJUIKAN (FISHERIES DEVELOPMENT AUTHORITY), A STATUTORY CORPORATION ESTABLISHED IN NOVEMBER 1971 TO PROMOTE AND DEVELOP EFFICIENT MANAGEMENT OF FISHERIES AND FISH MARKETING ENTERPRISES, FOR ITS ONGOING ACTIVITIES. UNDER TA, TEAM OF FOUR EXPERTS WERE ATTACHED TO MAJUIKAN FOR PERIOD OF ABOUT TEN MONTHS EACH TO HELP IMPROVE DAY-TO-DAY ADMINISTRATION, VESSEL DESIGN, OPERATION OF FISHING VESSELS AND ONSHORE FACILITIES, AND IN MARKETING

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OPERATIONS.

6. AS FORMULATED, PROPOSED PROJECT AIMS AT (I) IMPROVING CONDITIONS OF ARTISANAL FISHERMEN OPERATING IN COASTAL WATERS OF EAST COAST; (II) ACCELERATING PACE OF FISHERIES DEVELOPMENT AND UTILIZING TO EXTENT PRACTICAL UNDER-EXPLOITED OFFSHORE RESOURCES OF EAST COAST; (III) ENSURING EFFICIENT UTILIZATION, DISTRIBUTION AND MARKETING OF EAST COAST FISH LANDINGS; AND (IV) PREPARING FISHERIES PROJECT FOR SABAH AND SARAWAK FOR FUTURE GOVERNMENT CONSIDERATION. PROJECT COMPRISES FOUR PARTS:

A. CONSTRUCTION OF FISHERIES HARBORS AT CHENDERING AND KUALA KELUANG AND FISH LANDING JETTIES AT KUALA SEDILI AND GETING AT GOVERNMENT EXPENSE WITH NECESSARY ONSHORE INFRASTRUCTURAL FACILITIES TO SERVICE FISHING VESSELS COMPRISING PARTS B AND C BELOW.

B. PROVISION OF 200 MULTI-PURPOSE BOATS OF 12-15 LIMITED OFFICIAL USE

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G.T. CLASS FOR OPERATION IN COASTAL WATERS IN ORDER TO ASSIST IN MODERNIZATION OF FISHING FLEET OF TRADITIONAL ARTISANAL FISHERMEN. BOATS WILL OPERATE AS TRAWLERS DURING CALM WEATHER (FEBRUARY TO OCTOBER) AND UNDERTAKE TROLLING DURING NOVEMBER-JANUARY MONSOON PERIOD. VESSELS WILL OPERATE FURTHER FROM SHORE IN BETTER FISHING GROUNDS THAN PRESENTLY ACCESSIBLE WITH TRADITIONAL BOATS.

C. (I) PROVISION OF 200 TRAWLERS OF 40 G.T. CLASS AND 20 TRAWLERS OF 80 G.T. CLASS FOR FISHING IN OFFSHORE WATERS.

(II) PROVISION OF FIVE ONSHORE COMPLEXES AND DISTRIBUTION FACILITIES COMPRISING ICE PLANTS, AUCTIONING FACILITIES, REFRIGERATION INSTALLATIONS, PROCESSING PLANTS, A TRUCK TRANSPORT SYSTEM AND A PLASTIC BOX RENTAL PROGRAM FOR FISH HANDLING.

(III) CONSULTING SERVICES CONSISTING OF (A) PROCUREMENT CONSULTANTS (FOR TOTAL OF 9 MAN-MONTHS) TO ASSIST IN PREPARATION OF TENDER DOCUMENTS INCLUDING SPECIFICATIONS; AND (B) PROJECT MANAGEMENT CONSULTANTS (FOR TOTAL OF 228 MAN-MONTHS) TO ASSIST IN SUPERVISION OF IMPLEMENTATION AND INITIAL OPERATION OF PROJECT. (SEE PARA. 7 BELOW.)

D. TA FOR PREPARATION OF FURTHER FISHERIES DEVELOPMENT PROJECT IN SABAH AND SARAWAK WHERE INVESTIGATIONS BY BANK'S APPRAISAL MISSION INDICATE CONSIDERABLE SCOPE FOR FISHERIES DEVELOPMENT. TA WILL COMPRISE

PROVISION OF FOUR FISHERIES EXPERTS FROM CONSULTING FIRM FOR FIVE MONTHS EACH OR TOTAL OF 20 MAN-MONTHS, CONSISTING OF ONE EACH: FISHERIES ECONOMIST/INSTITUTIONAL EXPERT, SHORE FACILITIES/OPERATIONS EXPERT, FISHERIES RESOURCES ANALYST, AND FISH MARKETING EXPERT.

7. UNDER PART C, THREE EXPATRIATE CONSULTANTS (PREFERABLY FROM CONSULTING FIRM) WILL BE RECRUITED TO PREPARE TENDER DOCUMENTS INCLUDING SPECIFICATIONS AND TO ASSIST IN BID EVALUATION. TEAM WILL INCLUDE ONE EACH: NAVAL ARCHITECT, SHORE FACILITIES EXPERT AND CIVIL ENGINEER. IN ADDITION, NINE EXPATRIATE PROFESSIONAL STAFF WILL BE RECRUITED UNDER MANAGEMENT CONTRACT TO IMPLEMENT AND OPERATE PART C. (SEE PARA. 11 LIMITED OFFICIAL USE

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BELOW.) MPT, THE EXECUTING AGENCY FOR PART C, WILL ENGAGE INTERNATIONAL FIRM WITH COMMERCIAL FISHING EXPERTISE (COMMERCIAL FISHERIES FIRM OR CONSULTING FIRM) TO BE RESPONSIBLE TO MPT DURING IMPLEMENTATION AND INITIAL OPERATION. FOLLOWING EXPERTS WILL BE PROVIDED TO OCCUPY APPROPRIATE MANAGEMENT, PROFESSIONAL AND TECHNICAL POSITIONS IN MPT STAFF STRUCTURE: GENERAL MANAGER, SHORE FACILITIES EXPERT, TWO COMPLEX MANAGERS -- ONE EACH AT GETING AND KUALA SEDILI, MASTER BOATBUILDER, TWO MASTER FISHERMEN, MARKETING EXPERT, AND FINANCIAL CONTROLLER (ALL FOR 24 MONTHS EACH EXCEPT GENERAL MANAGER FOR 36 MONTHS). IF SINGLE INTERNATIONAL FIRM CANNOT BE SUITABLY ENGAGED, MPT WILL ENGAGE INDIVIDUAL EXPERTS.

8. PROCURMENT OF GOODS AND SERVICES WILL BE IN ACCORDANCE WITH BANK'S GUIDELINES. SUPPLY CONTRACTS OF \$100,000 OR MORE WILL BE AWARDED ON BASIS OF INTERNATIONAL COMPETITIVE BIDDING; SMALLER CONTRACTS ON BASIS OF BIDS OR QUOTATIONS FROM REASONABLE NUMBER OF SUPPLIERS FROM MORE THAN ONE ELIGIBLE COUNTRY. CONSTRUCTION OF FISHING VESSELS UNDER PARTS B AND C AS WELL AS CONSTRUCTION OF PART C REFRIGERATION PROCESSING AND STORAGE COMPLEXES AND PROJECT SITES IMPROVEMENT WILL BE UNDERTAKEN BY LOCAL BOAT BUILDING YARDS AND CONTRACTORS. MAIN FOREX PROCURMENT ITEMS ARE MARINE DIESEL ENGINES, FISHING GEAR AND EQUIPMENT FOR MULTI-PURPOSE VESSELS AND TRAWLERS, MACHINERY AND EQUIPMENT FOR ONSHORE COMPLEXES, REFRIGERATED TRACTOR/SEMI-TRAILERS AND INSULATED TRUCKS, AND PLASTIC FISH BOXES.

9. TOTAL PROJECT COST IS ESTIMATED AT US\$59.7 MILLION. BANK PROPOSES TO FINANCE \$27.0 MILLION FOREX COMPONENT,

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WHICH COVERS FOREX COSTS OF PARTS B (\$2.7 MILLION), C (\$24.216 MILLION) AND THAT PORTION OF D EXCEEDING PROPOSED US\$100,000 GRANT (\$0.084). PROCEEDS OF BANK LOANS ARE PROPOSED TO BE RELENT TO BPM AND MPT WITH SAME MATURITY BANK LOAN. GOVERNMENT WILL RELEND PROCEEDS TO BPM AT RATE AT LEAST 3 PERCENT LESS THAN PREVAILING BPM INTEREST RATE (PRESENTLY 9.5 PERCENT) TO FISHERIES SECTOR FOR COMPARABLE LOAN TO ENABLE BPM TO COVER EXPENSES OF ADMINISTERING SUB-LOANS UNDER PART B. MPT WILL RECEIVE PROCEEDS OF BANK LOAN AT 9.1 PERCENT.

10. LOCAL CURRENCY COMPONENT IS ESTIMATED AT US\$32.7 MILLION EQUIVALENT. PART B'S LOCAL CURRENCY REQUIREMENT ARE TO BE FINANCED PARTLY FROM BPM'S OWN RESOURCES AND PARTLY FROM EUIITY CONTRIBUTIONS BY SUB-BORROWERS. PART C'S LOCAL CURRENCY COMPONENT WILL BE PARTIALLY FINANCED BY GOVERNMENT CONTRIBUTION TO MAJUIKAN FOR INVESTMENT AS EQUITY CAPITAL IN MPT AND REMAINDER
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THROUGH BORROWING ON DOMESTIC CAPITAL MARKET. GOVERNMENT WILL COVER ANY SHORTFALLS IN RAISING DOMESTIC FUNDS BY MPT AS WELL AS LOCAL COST OF SERVICES AND FACILITIES FOR PART D CONSULTANTS.

11. BPM, WHICH IS PROPOSED EXECUTING AGENCY FOR PART B, IS WHOLLY GOVERNMENT-OWNED, LEGALLY AUTONOMOUS DEVELOPMENT FINANCING INSTITUTION, UNDER ADMINISTRATIVE JURISDICTION OF MINISTRY OF AGRICULTURE AND WAS ESTABLISHED IN 1969 TO PROVIDE CREDIT TO AGRICULTURE, FISHERIES, FORESTRY, LIVESTOCK AND AGRI-BUSINESS SECTORS. GOVERNMENT HAS ASSURED THAT BPM HAS ALL LEGAL RIGHTS AND POWERS TO EXECUTE PART B. BANK'S APPRAISAL MISSION DOES NOT CONSIDER THAT MAJUIKAN, A COMPARATIVELY NEW STATUTORY CORPORATION, IS SUITABLE TO UNDERTAKE RESPONSIBILITY TO IMPLEMENT PART C. INSTEAD, MAJUIKAN WILL ESTABLISH MPT AS A SUBSIDIARY WHICH THE GOVERNMENT PROPOSES TO RECONSTITUTE INTO A PRIVATE COMPANY BY LAW LATTER THIS YEAR. IT WOULD THEN BECOME EXECUTING AGENCY FOR PART C. TO SECURE EXPERIENCED STAFF, GOVERNMENT HAS AGREED TO ALLOW NEW CORPORATION TO PAY COMMERCIALLY COMPETITIVE WAGES AND TO OBTAIN BANK CONCURRENCE ON SELECTION OF SUITABLY EXPERIENCED SENIOR STAFF. THEREFORE, BANK HAS PROPOSED PROVISION OF TEAM OF EXTERNAL MANAGEMENT EXPERTS TO OCCUPY MANAGEMENT AND EXECUTIVE STAFF POSITIONS IN MPT DURING BOTH CONSTRUCTION AND INITIAL OPERATIONAL PERIOD OF PROJECT. (SEE PARA. 7 ABOVE.)

12. PROPOSED PROJECT, WHICH IS ACCORDED HIGH PRIORITY BY GOVERNMENT AND IS CONSIDERED TO BE TECHNICALLY SOUND AND ECONOMICALLY AND FINANCIALLY VIABLE, WILL FORM A MAJOR PORTION OF COUNTRY'S DEVELOPMENT PROGRAM FOR FISHERIES SECTOR OVER NEXT FIVE YEARS. PROJECT AS A WHOLE HAS HIGH ECONOMIC RATE OF RETURN (INCLUDING PART A) OF 29.9 PERCENT AND FINANCIAL RATE OF RETURN OF 19.0 PERCENT. IT WILL RESULT IN SIGNIFICANT INCREASE IN MALAYSIA'S FISH SUPPLY; WILL HELP SUBSTANTIALLY TO MEET PROTEIN REQUIREMENT OF MALAYSIAN PEOPLE; WILL CONTRIBUTE TO SIGNIFICANTLY INCREASED INCOMES AND IMPROVED STANDARD OF LIVING FOR PARTICIPATING FISHERMEN

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AND OTHER PROJECT EMPLOYEES; AND WILL GENERATE EXPORT EARNINGS OF US\$5.1 MILLION A YEAR.

13. PROJECT HAS IMPORTANT INSTITUTION-BUILDING ASPECTS INCLUDING MANAGEMENT TRAINING AND OTHER SKILLS. PROMPT ORGANIZATION AND EFFICIENT FUNCTIONING OF NEW COMPANY (MPT) WILL BE KEY TO SUCCESS OF OVERALL PROJECT AND WILL REQUIRE INTENSIVE SUPERVISION AND COORDINATION OF ACTIVITIES BY BANK. USADB UNDERSTANDS FROM ADB STAFF THAT FISH CATCH WILL BE PRIMARILY SPANISH MACKEREL AND BOTTOM FISH. SOME ALBACORE, SHIPJACK AND TUNA WOULD BE INCLUDED IN CATCH WHICH ADB STAFF ESTIMATES MIGHT AMOUNT TO 10 PERCENT OF TOTAL CATCH. STAFF FURTHER INDICATED BANK WOULD NOT BE INTERESTED IN FINANCING TUNA FISHING PROJECTS AND THAT TRAWLERS TO BE FINANCED UNDER THIS PROJECT WOULD NOT HAVE SUFFICIENT POWER TO SUCCESSFULLY PURSE-SEIN FOR TUNA. TO DATE, MALAYSIA HAS RECEIVED NO FINANCIAL ASSISTANCE FROM MULTILATERAL OR BILATERAL SOURCES FOR FISHERIES DEVELOPMENT. USADB SUPPORTS PROPOSAL AND RECOMMENDS FAVORABLE NAC ACTION.

14. REQUEST KUALA LUMPUR COMMENTS FOR NAC AGENCIES, INFO USADB MANILA, PURSUANT TO STATE 119795 DATED 3 JULY 1972.
SULLIVAN

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Message Attributes

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ADB MANAGEMENT PROPOSES \$27.0 MILLION EQ
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